



## Easy savings

In his recent article, Richard Brass highlights some key issues about the relationship between procurement and profitability in the prospect of recession (*The upside of a downturn, 21 April*).

I believe this is particularly important in business when it comes to the purchase of commodity goods, such as office supplies, print and travel. Most companies with distributed offices spend large amounts of money on these overheads, but are unaware of how they could easily save at least 10 per cent and upwards in this department. By reviewing the purchase of office supplies on an ongoing basis, a typical company of 1,000 people can save up to £25,000.

Technology can play a vital role in maintaining this review, with software solutions available that provide the visibility and control to help managers understand commodity spending patterns and ensure standard practice is implemented across every site in the company.

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